

PRICING SUBMITTAL
CITY OF AUSTIN
SECURITY SYSTEM INSPECTION, INSTALLATION, MAINTENANCE, MONITORING, AND REPAIR SERVICES
Updated March 31, 2021, Version 1

SOLICITATION NO.: IFB 7500 CRR1017

Special Instructions: Be advised that exceptions taken to any portion of the solicitations may jeopardize acceptance of the quote.

A bid of '0' (zero) will be interpreted by the City as a no-charge (free) item and the City will not expect to pay for that item. A bid of 'no bid' will be interpreted by the City that the proposer does not wish to bid on that item. Prices offered on the Pricing Submittal shall be all inclusive of fees not expressly allowed in the scope of work. The Offeror shall not charge separately for administrative, overhead, per diem, and shipping or transportation costs (travel time, fuel surcharges, mileage, stop-fee, etc.) to deliver services or items to the Austin, Texas area. The Offeror shall provide all tools, labor, travel, and equipment necessary to perform the services required under this contract.

The quantities listed are annual estimates and not a guarantee of actual volume. The City reserves the right to purchase more or less of these quantities as may be required during the Contract Term. Quantities will be as needed and specified by the City for each order. The City may award the contract by section, line items, or any combination deemed most advantageous to the City.

The City reserves the right to award a single contract based on overall low cost or multiple awards based on individual or categories/groups of specific line items, cost, or any criteria or combination deemed most advantageous to the City.

SECTION 1 - CITY HALL EQUIPMENT (see Scope of Work - **Paragraph 2.1**)

SECTION 1.A - LABOR

The estimate shall not include a separate charge for administrative, overhead, per diem, and transportation (i.e. travel time, mileage, and fuel) costs. These expenses shall be included in the hourly rates and shall not be paid separately.

ITEM NO.	LABOR	ESTIMATED ANNUAL HOURS	HOURLY RATE	EXTENDED PRICE
1.1	Labor rate for services during normal business hours, defined as Monday through Friday 7:00 am - 6:00 pm	250	\$70.00	\$17,500.00
1.2	Labor rate for services after hours, defined as Monday through Friday 6:01 pm - 6:59 am, Saturday and Sunday and City holidays	125	\$105.00	\$13,125.00

SECTION 1.B - ROUTINE AND PREVENTIVE MAINTENANCE

Proposer must be able to establish and provide routine and preventive maintenance to the security systems and components located at City Hall. The prices for these routine and preventive maintenance shall include all transportation, and material costs (lubrication, cleaning, towels, etc.). If additional repair services are needed, those repairs shall be invoiced separately using Section 1.A and Section 1.C pricing.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED ANNUAL HOURS	UNIT PRICE (EACH)	EXTENDED PRICE
1.3	Labor rate for Annual Preventative Maintenance and Inspection Services (see Scope of Work - Paragraph 4.2.1.1)	20	\$70.00	\$1,400.00
1.4	Labor rate for Semi-Annual Preventative Maintenance and Inspection Services (see Scope of Work - Paragraph 4.2.1.2)	45	\$70.00	\$3,150.00

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SECTION 1.C - PARTS AND MATERIALS

Proposer shall be able to provide new and replacement parts and associated components to complete installation and repairs at City Hall. The prices for these items shall be based on manufacture price lists minus a discount off list price as indicated below.

The percentage discounts shall be fixed throughout the term of the Contract including any subsequent renewal periods, and are not subject to increase.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED ANNUAL AMOUNT	DISCOUNT OFF PRICE LIST (PERCENTAGE)	EXTENDED PRICE
1.5	Discount off Price List for all Security Systems and Associated Components	\$60,000.00	30.00%	\$42,000.00
TOTAL EXTENDED PRICE FOR SECTIONS 1				\$77,175.00

SECTION 2 - OTHER CITY BUILDING EQUIPMENT (see Scope of Work - Paragraph 2.2)

SECTION 2.A - LABOR

The estimate shall not include a separate charge for administrative, overhead, per diem, and transportation (i.e. travel time, mileage, and fuel) costs. These expenses shall be included in the hourly rates and shall not be paid separately.

ITEM NO.	LABOR	ESTIMATED ANNUAL HOURS	HOURLY RATE	EXTENDED PRICE
2.1	Labor rate for services during normal business hours, defined as Monday through Friday 7:00 am - 6:00 pm	1,700	\$70.00	\$119,000.00
2.2	Labor rate for services after hours, defined as Monday through Friday 6:01 pm - 6:59 am, Saturday and Sunday and City holidays	200	\$105.00	\$21,000.00

SECTION 2.B - ROUTINE AND PREVENTIVE MAINTENANCE

Proposer must be able to establish and provide routine and preventive maintenance to the security systems and components for building located throughout the City. The prices for these routine and preventive maintenance shall include all transportation, and material costs (lubrication, cleaning, towels, etc.). If additional repair services are needed, those repairs shall be invoiced separately using Section 2.A and Section 2.C pricing.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED ANNUAL QUANTITY (locations X # visits per year)	UNIT PRICE (EACH)	EXTENDED PRICE
2.3	Hourly rate for Annual Preventative Maintenance and Inspection Services (see Section 0500 - Paragraph 4.2.1.1)	200	\$70.00	\$14,000.00
2.4	Hourly rate for Semi-Annual Preventative Maintenance and Inspection Services (see Section 0500 - Paragraph 4.2.1.2)	400	\$70.00	\$28,000.00

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SECTION 2.C - EQUIPMENT AND PARTS

Bidder shall be able to provide new equipment and replacement parts and associated components to complete security system installations and repairs to buildings throughout the City. The prices for these items shall be based on manufacture price lists minus a discount off list price as indicated below. The percentage discounts shall be fixed throughout the term of the Contract including any subsequent renewal periods, and are not subject to increase.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED ANNUAL AMOUNT	DISCOUNT OFF PRICE LIST (PERCENTAGE)	EXTENDED PRICE
2.5	Discount off Price List for all Security Systems and Associated Components	\$100,000.00	30.00%	\$70,000.00
TOTAL EXTENDED PRICE FOR SECTIONS 2				\$252,000.00

SECTION 3 - MONITORING SERVICES (see Scope of Work - Paragraph 4.2.4)

SECTION 3 - MONITORING SERVICES

Bidder shall be able to provide security system alarm monitoring services for both existing and future equipment installed in the City building. Bid Prices shall be the invoiced price and include all administrative, overhead, and associated costs.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED ANNUAL AMOUNT (80 locations x 12 months)	MONTHLY RATE PER LOCATION	EXTENDED PRICE
3.1	Monthly Alarm Monitoring Services Fee (#Locations x 12 months = Estimated Annual Amount)	960	\$ 20.00	\$ 19,200.00
TOTAL EXTENDED PRICE FOR SECTION 3				\$ 19,200.00
TOTAL EXTENDED PRICE FOR SECTIONS 1 TO 3				\$348,375.00

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SECTION 4 - NON-SPECIFIED ITEMS & SERVICES (For Informational Purposes Only)

Bidder shall be able to provide other items and services that are not listed above. The prices for these Non-Specified Items shall be based on the Price List(s) and percentage discount(s) or markup(s) as indicated below.

The percentage discount(s) or markup(s) shall be fixed throughout the term of the Contract including any subsequent renewal periods, and are not subject to increase. Revisions to the prices may only be adjusted using the Pricing Requirements -- Non-Specified Items provision in the Terms and Conditions.

Bidder shall provide the manufacturer(s) name and number of the identified price list(s), the latest effective date of the identified price list(s), and either the percentage discount(s) or markup(s) to the identified price list(s). Bidder may attach additional document as needed.

ITEM NO.	NAME AND NUMBER OF PRICE LIST	LATEST EFFECTIVE DATE OF PRICE LIST	DISCOUNT FROM OR MARKUP TO PRICE LIST
4.1	Name: Software House Number: 10.20	1/1/2021	25% Discount or _____ % Markup
4.2	Name: Lenel Number: 10.15	1/1/2021	25% Discount or _____ % Markup
4.3	Name: Schneider Electric Number: 10.19	9/1/2020	64% Discount or _____ % Markup
4.4	Name: Salient Systems Number: 10.18	10/1/2020	30% Discount or _____ % Markup
4.5	Name: Pelco Number: 10.17	3/1/2021	30% Discount or _____ % Markup
4.6	Name: American Dynamics Number: 10.12	3/1/2021	30% Discount or _____ % Markup

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Bidder shall provide the manufacturer(s) name and number of the identified price list(s), the latest effective date of the identified price list(s), and either the percentage discount(s) or markup(s) to the identified price list(s). Bidder may attach additional document as needed.

ITEM NO.	NAME AND NUMBER OF PRICE LIST	LATEST EFFECTIVE DATE OF PRICE LIST	DISCOUNT FROM OR MARKUP TO PRICE LIST
4.7	Name: Avigilon Number: 10.13	4/1/2021	20% Discount or _____ % Markup
4.8	Name: HID Number: 10.14	4/1/2021	35% Discount or _____ % Markup
4.9	Name: Aiphone Number: 10.11	4/1/2021	35% Discount or _____ % Markup
5.0	Name: LifeSafety Power Number 10.16	3/1/2021	35% Discount or _____ % Markup

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CATEGORY 5 - NON-SPECIFIED SERVICES (For Informational Purposes Only)

Please list any additional related services your Company can offer the City along with an associated labor rate, discount off retail price or mark-up to costs for the listed services. Information in this Category will not be evaluated, and the City does not guarantee the purchase of any additional services. Revisions to the prices may only be adjusted using the Published Price Lists provision in the terms and conditions. Please include additional pages as necessary.

ITEM NO.	ITEM DESCRIPTION	UNIT OF MEASURE	UNIT PRICE
5.1	Programming	Hour	\$70.00
5.2	Project Management	Hour	\$70.00
5.3			
5.4			

DELIVERY TERMS: DELIVERY IS TO BE FOB DESTINATION, PREPAID AND ALLOWED

NUMBER OF DAYS AFTER RECEIPT OF ORDER THE OFFEROR SHALL DELIVERY THE ITEMS TO THE CITY: Varies per the Manufacturers Lead Times

DELIVERY METHOD: COMMON CARRIER (FedEx,UPS) VENDOR DELIVERY

<u>COMPANY NAME:</u>	Entech Sales and Service
<u>EMAIL ADDRESS:</u>	jessica.bennett@entechsales.com